

Orion Health Acquires Microsoft's Former HIS Product; Companies Will Co-Market Offerings



Tweet 26



Orion Health, an independently owned software company that offers HIE, integration, and clinical portal products, will announce later today that its subsidiary, Orion Health Asia Pacific, has signed an agreement to acquire the Microsoft software suite formerly known as Amalga HIS and Amalga RIS/PACS. The companies will also announce that they will co-market Orion Health HIE and Microsoft Amalga Unified Intelligence System (Amalga UIS) to health information exchanges and integrated delivery networks.

Amalga HIS was developed at Thailand's Bumrungrad International hospital by Global Care Solutions and was acquired by Microsoft in October 2007. It offered 50 clinical and administrative applications (including lab, medication management, RIS/PACS, electronic medical records, CPOE, clinical documentation, financial management, and HR management) that were used by seven Asia-Pacific hospitals. Microsoft announced that it was ceasing ongoing development of the product in July 2010, but would support existing customers for five years.

Orion will market the former Amalga HIS solutions as Orion Health HPM (Health Process Management.) According to Orion Health CEO Ian McCrae, "The addition of the Microsoft's HIS assets is a natural extension of Orion Health's portfolio of products that enable us to offer a complete solution to a wide range of hospitals and health organizations in Asia Pacific. The health sector in a number of Asia Pacific countries is overdue to make the transformative leap to the next generation of systems which integrate the complete healthcare ecosystem rather than siloing information in individual organizations or facilities." The Thailand development center will become Orion Health's fourth software engineering location.



We spoke to Paul Viskovich, president of Orion Health North America, who said, "The initial focus of the product will be the Asia and Australasia market. We're focusing on moving customers forward and expanding that and integrating that application suite with Orion's current offering."

The agreement also calls for the two companies to co-market Orion's HIE and workflow solutions along with Amalga UIS.

Paul Viskovitch told us, "We can provide the HIE solution requirements, with Amalga UIS providing the analytics and the business intelligence that they require. When you sell to the IDN space, they're starting to look at an HIE as the foundation for an ACO in many cases. We're starting to see the Amalga UIS component, with its business intelligence and analytics, as a key part of providing a solution."



Nate McLemore, general manager of business development, policy, and international sales of Microsoft's Health Solutions group, told us. "We were hearing a lot from both customers and prospects that as we were in the HIE market, both in the community HIE as well as the enterprise-based HIE, that they loved the portal and workflow solutions that Orion provided, but also understood the value that Amalga provided with a deep data platform and data analytics. Our customers and prospects were torn because we came at the problem from different directions. We spent the last several months working on how to address that and really go to market with a combined offering that gives customers the robust portal and workflow of health exchange through Orion, but also the data analytics and data platform capabilities of Amalga."

We asked Nate McLemore how Microsoft might work with other potential partners like Orion. He said, "As Amalga moves more and more toward a data platform, we see working with partners to provide the data aggregation components of Amalga into the solutions they have."

Orion Health, headquartered in New Zealand with a head USA office in Santa Monica, CA, offers an HIE platform, the Orion Health Hospital clinician portal, the Symphonia messaging and mapping tools, and the Rhapsody Integration Engine.